

EXHIBIT A

AMERICAN ARBITRATION ASSOCIATION
INTERNATIONAL CENTRE FOR DISPUTE RESOLUTION
COMMERCIAL ARBITRATION RULES

BOSCH AUTOMOTIVE SERVICE

SOLUTIONS, INC.,

Claimant,

vs.

Case No. 01-21-0016-2306

Arbitrator Thomas W. Cranmer

COLLISION SCIENCES, INC.,

Respondent.

ARBITRATION HEARING

Taken at 150 W. Jefferson Avenue, #2500,

Detroit, Michigan

Commencing at 9:10 a.m.,

Monday, September 9, 2024,

Before Jenifer Weisman, CSR-6006.

1 A. Right. Vehicles get taken out of service, get
2 replaced with new vehicles, so the coverage increases.

3 Q. I think you had a slide here on how it works and you
4 talked about before, so can you refresh again since we
5 have some pictures on how to describe it?

6 A. Okay. So we support basically two use cases. There's
7 the case where the vehicle is intact and we can
8 retrieve by connecting to the on-board diagnostic
9 table. It's earlier in the -- prior to OBD, they
10 called it DLC, data link connector, and that's the
11 main connector that you plug in your scan tools.

12 So the CDR tool would support the read-out
13 for the majority of the vehicles through the OBD
14 connector. In the case of an event where the crash is
15 bad enough where, you know, there's no more electrical
16 connections, we have to connect directly to a module,
17 and that's called a direct-to-module connection;
18 that's why we have all these cables and adaptors and
19 such.

20 Q. What is the output of the software, which is the next
21 page?

22 A. Okay. Basically, it's a report. The report is very
23 specific to, you know -- it has to be printed. So
24 we've been producing CDR reports so they can fit on a
25 letter size paper; that's one of the main

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VOL II

ARBITRATION HEARING

Taken at 150 W. Jefferson Avenue, #2500,

Detroit, Michigan

Commencing at 9:00 a.m.,

Tuesday, September 10, 2024,

Before Jenifer Weisman, CSR-6006.

1 A. I wouldn't want to say something incorrect either.

2 Q. I understand. I just wanted to clear that up.

3 CSI was founded in 2015, is that right?

4 A. Yes.

5 Q. Explain the motivation for creating the company.

6 A. So motivation for starting the company, having
7 experience in the accident reconstruction field, I
8 wanted to, you know, create greater access to very
9 crucial data. There are millions and millions of car
10 accidents every single year and each accident produces
11 -- each vehicle will store crucial evidence on the
12 vehicle, and it's very difficult data to get to
13 logistically, very expensive; insurance companies
14 weren't using it very often, so just the world and
15 industry needed better access to this information, so
16 I wanted to provide tools in reporting that could pave
17 access for literally anyone globally. If you're in a
18 car accident and you need evidence, that you can get
19 to that evidence affordably.

20 Somewhat altruistic, I've even given our
21 reports away for free to people who just can't afford
22 it. So really, the purpose was to provide access to
23 crash data, and then also provide assistance in
24 understanding that data better.

25 Q. And in your understanding, was that -- it sounds like

1 can read through the report carefully and really pull
2 apart the evidence, and it allows them to understand.

3 So if there's no crash data, they can read
4 on and they can read on to different sections. So I
5 mentioned a lot of the sections already: vehicle
6 specifications, safety research, recalls, diagnostic
7 data, and then there are injury risk sections whether
8 or not there's crash data stored or not.

9 Q. CSI's business model is based on selling per report,
10 right, selling the reports?

11 A. Yes, we sell per report. However, that's the only way
12 we charge a client and we include all consulting
13 within that fee, and we get a lot of phone calls, we
14 get e-mails, and we'll respond to those e-mails; we
15 include technical support, so it's really a holistic
16 pricing model, but we do a lot of consulting within
17 that pricing model.

18 Q. Do you charge customers for any hardware?

19 A. Yes.

20 Q. Explain that.

21 A. We do have a third-party company that builds hardware,
22 the Bluetooth adapter, and we have a little kit with
23 an extension cable; we charge \$200 for that. That
24 will include shipping; we'll get it to anyone in two
25 days.

perspective, I think that there's several types of users in the industry. So Bosch's main users are law enforcement and accident reconstructionists, but our main users are from an insurance focus, and a lot of them just need to get a very quick look at a few data points to understand whether -- how to manage a claim and maybe triage it and whether to take it further, and quite often, they will refer it to an accident reconstructionist, and then that person will go out and use the Bosch tool. So it really -- I think in some ways it's help -- our tool is helping the industry, because without it, certain accident reconstructionists wouldn't even get referred certain work. So we're like increasing the work available for crash reconstruction in the industry.

Q. Do you remember seeing the e-mails about when you approached Bosch for the Invent with Bosch program?

A. Yes.

Q. I won't pull them out, but you remember talking about that generally?

A. Yes.

Q. What were you hoping to accomplish when you approached Bosch?

A. I was hoping for a collaboration to work together. They had established OEM relationships and I had